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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, September 4, 2008 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	October 1, 2008

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Karen Hamilton, Sussex County, Professional Member
Dee Carroll, Kent County, Public Member
Geri Parisi, New Castle County, Professional Member
Tammy R. Hadder, Sussex County, Professional Member
Susan Mills, Sussex County, Professional Member
Barbara Mitchell, Sussex County, Public Member

MEMBERS ABSENT

Edward T. Hammond, Jr., Kent County, Professional Member, Vice Chairperson
Roger Truemper, Esquire, New Castle County, Public Member
Frani Melda, Kent County, Professional Member
Linda Brannock, Kent County, Professional Member
Larry Tims, New Castle County, Professional Member

DIVISION STAFF

Sauna Slaughter, Administrative Specialist II

ALSO PRESENT

Sandy Fader, NCCBOR

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:39 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Hadder, seconded by Ms. Hamilton, to approve the August 7, 2008 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Continuing Education Audits

The Committee reviewed the continuing education documentation that was received since the last Committee meeting. Results of the audit review will be forwarded to the Real Estate Commission for review and further action.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

The Letters of Intent and Course Evaluations were approved as submitted.

Review of Course Provider Applications

A motion was made by Ms. Hamilton, seconded by Ms. Mills, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Course Provider: Frederick Academy of Real Estate

Course Title:	FHA Financing	Approved
Credit Hours:	3	
Course Title:	99 Hour Delaware Pre-Licensing Course	Approved
Credit Hours:	99	
Course Title:	Deferred Exchanges and Capital Gains Tax	Approved
Credit Hours:	3	
Course Title:	Procuring Cause	Approved
Credit Hours:	3	
Course Title:	What's Material	Approved
Credit Hours:	3	
Course Title:	Tax Free Exchanges	Approved
Credit Hours:	3	
Course Title:	ADA & Fair Housing	Approved
Credit Hours:	3	
Course Title:	Ethics in Real Estate	Approved
Credit Hours:	3	

Course Provider: Delaware School of Real Estate

Course Title:	Real Estate Disclosures	Approved
Credit Hours:	3	
Course Title:	Short Sales & Foreclosures	Approved
Credit Hours:	3	
Course Title:	Quirks in Real Estate	Approved
Credit Hours:	3	

Course Provider: Sussex County Association of Realtors

Course Title:	Broker of Record Course	Denied, Not yet approved by the Real Estate Commission
Credit Hours:	3	
Course Title:	Staging - A Marketing Tool	Approved
Credit Hours:	3	
Course Title:	Intro to Commercial Real Estate	Approved
Credit Hours:	3	
Course Title:	Real Estate – What is Your Niche?	Approved
Credit Hours:	3	
Course Title:	The CMA vs. Appraisal	Approved
Credit Hours:	3	

Course Provider: Association of Realtors School

Course Title: Seller Representative Specialist (SRS) **Approved**
Credit Hours: 15

Review of Instructor Applications

A motion was made by Ms. Parisi, seconded by Ms. Carroll, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Judy Venturini **Approved**

Continuing Education: Professional Enhancement: Real Estate Staging - A
Marketing Tool

Bruce Witt **Approved**

Continuing Education: Professional Enhancement: Home From Work

Carl Weiner **Denied – Not a member of the DE Bar**

Continuing Education: Professional Enhancement: Planned Community and
Condominium Association Law

Ed Hatch **Approved**

Continuing Education: Professional Enhancement: Professional
Enhancement: New Negotiating Edge: 5 Step Behavioral Model

Trish Kauker **Approved**

Continuing Education: Professional Enhancement: Reverse Mortgage
Financing

William Lucks **Approved**

Continuing Education: Federal, State or Local Legislative Issues/Real Estate
Ethics or Professional Standards/Agency Relationships and
Responsibilities/Broker Core Course

Pre-Licensing: Orientation/Real Estate Sales

Broker's Course: Brokerage (Sales Management)/Legal and Governmental
Aspects of Real Estate/Ethics

Review Student Requests for Approval of Educational Activity

There were no student requests at this time.

Review Letter from First Horizon Home Loans

The Committee reviewed a letter from First Horizon Home Loans in which they requested to change their Course Provider name to MetLife Home Loans. Ms. Parisi made a motion, seconded by Ms. Carroll, to approve this change. MetLife Home Loans is acquiring the assets of First Horizon Home Loans. Motion unanimously carried.

Review Email and Course Brochure from Lorman Education Services

The Committee reviewed an email and course brochure from Lorman Education Services. They were requesting that the Committee approve the new brochure, which is a condensed version of their previous brochure. This is not something that is regulated by the Real Estate Commission or the Education Committee. No further action was taken.

Review Email from Sussex County Assoc. of Realtors Regarding Terrence Burke

The Committee reviewed an email from Sussex County Association of Realtors regarding Terrence

Burke's instructor approval. Mr. Burke is already approved to teach "Investing in Commercial Real Estate," but now would like to teach "Intro to Commercial Real Estate." The "Intro to Commercial Real Estate" course is three hours of the six hour "Investing in Commercial Real Estate" course. Ms. Mitchell made a motion, seconded by Ms. Hadder, to approve Mr. Burke to teach the three hour "Intro to Commercial Real Estate" course. Motion unanimously carried.

Other Business Before the Committee (for discussion only)

Ms. Slaughter asked if any of the Committee members will be attending Annual Seminar on September 11, 2008. Mr. McGavisk is the only member who confirmed that he will be attending.

Ms. Slaughter advised the Committee of the decisions that the Real Estate Commission made last month regarding the CE audit results and recommendations that the Committee forwarded to them.

Public Comment

Ms. Fader asked the Committee if there is currently an initiative to limit the number of CE credits that can be obtained through online coursework. Mr. McGavisk advised Ms. Fader that the Committee has not had any discussion regarding online coursework. And, if there were going to be changes made to the CE requirements they would most likely be made in the Real Estate Commission's rules and regulations. Ms. Slaughter advised Ms. Fader that she would have the opportunity to provide comments or to speak during the public comment session of the rules and regulations hearing that would be held prior to any changes being implemented.

Ms. Fader also inquired about whether Maryland CE is automatically accepted by Delaware. She was told by the Maryland Real Estate Commission office that they do not automatically accept Delaware CE because Delaware does not automatically accept theirs. Ms. Slaughter advised Ms. Fader that Delaware does automatically accept elective continuing education credits approved by the Maryland Commission exclusive of any course relating specifically to Maryland laws.

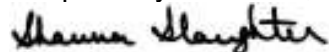
Next Scheduled Meeting

The next meeting will be held on Thursday, October 2, 2008 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Mitchell made a motion, seconded by Ms. Hadder, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:43 a.m.

Respectfully submitted,



Shauna Slaughter
Administrative Specialist II